

Message Text

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53

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 011300Z DEC 76
FM AMEMBASSY ASUNCION
TO USDOC WASHDC
INFO SECSTATE WASHDC 8565

UNCLAS ASUNCION 4985

E.O. 11652: N/A
TAGS: BBSR, PA
SUBJC WTDR - FTI

REF: USDOC 17855

1. PARAGUAY 2. CNTRY CODE: 353 3. SER NO:

4. REPSA - REFINERIA PARAGUAYA S.A.

4A. CODE: 4B. CODE: A 4C. CODE: X

5. CASILLA POSTAL 1139, ASUNCION; VILLA ELISA, PARAGUAY

6. VILLA ELSA, PARAGUAY

7. ESTABL: 1963 8. EMPL: 100 9. SIZE: (19-X) LARGE

10. RPUTATION: (20-X) GOOD

11. SELLS ITS PRODUCTS THROUGHOUT PARAGUAY

12. RPT. DATE: 11/76

13A. 2911111/0 MFR. OF AVIATION GASOLINE
13B. 2911131/O MFR. OF MOTOR GASOLINE
13C. 2911213/O MFR. OF KEROSENE TYPE JET FUEL
13D. 2911311/O MFR. OF KEROSENE
13E. 2911411/O MFR. OF DISTALLATE FUEL OIL
13F. 2911511/O MFR. OF RESIDUAL FUEL OIL
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13G. 29116XX/03 MFR. DIST. OF LIQUIFIED REFINERY GAS

13H. 29119XX/O MFR. OF ASPHALT, LIQUID ASPHALT AND ASPHALT CEMENT

14. CONTACT: DR. RUBEN L. ANTOLA TITLE: GENERAL MANAGER

15. CABLE: REPSA 16. TLEEX: 167 17. PHONE: 21111 ASUNCION

18. FINANCIAL REFS: BANCO DE ASUNCION S.A., CASILLA POSTAL 623, ASUNCION, PARAGUAY

19. TRADE REFS: INTERFINANCIAL CORPORATION, 420 LEXINGTON AVENUE, NEW YORK, N.Y. 10017

20. NONE REPRESENTED

21. REPSA WAS ORGANIZED IN 1963 TO INSTALL A PETROLEUM PRODUCTS REFINERY, PRODUCING FOR DOMESTIC CONSUMPTION. THE REFINERY WENT ON STREAM IN 1964. IT IS THE ONLY PETROLEUM REFINERY IN PARAGUAY, HAVEING BEEN GRANTED A MONOPOLY CONCESSION FOR THE PERIOD 1964 TO 1981. ALTHOUGH THE COMPANY ISSUES NO INFORMATION ON STOCK HOLDERS, IT IS BELIEVED THAT THE SAME GROUP OF BUSINESSMEN WHICH STARTED THE COMPANY ARE STILL IN CONTROL. LEADING FIGURES OF THIS GROUP ARE PHILIPPE LOUIS DE BOURBON, AN AMERICAN ENGINEER WHO HKAS BEEN IN THE OIL BUSINESS FOR MANY YEARS IN SOUTH AMERICA, AND MARCEL DEGRAYE, WHO REPORTEDLY IS THE MAJOR REPSA STOCKHOLDER. REPSA OPERATES FROM ITS OWN AMPLE AND ADEQUATE PREMISES AT VILLA ELISA, 7 MILES SOUTH OF ASUNCION, ON THE PARAGAY RIVER, WITH ITS OWN WHARF. REPSA IMPORTS PETROLEUM PRODUCTS FROM VARIOUS SOURCES MAINLY ALGERIA. WITH THE EXCEPTION OF LIQUIFIED GAS, WHICH REPSA DISTRIBUTES, THE REFINED PRODUCTS ARE SOLD TO THE LOCAL BRNACHES OF ESSO AND SHELL (WHICH IMPORTED AND DISTRIBUTED PETROLEUM PRODUCTS BEFORE REPSA WAS ESTABLISHED) AND COPETROL, A PETROLEUM PRODUCTS DISTRIBUTION COOPERATIVE. REPSA'S PREMISES (VALUED AT \$10 MILLION)OCCUPY 66,000 SQUARE METERS OF LAND. THE REFINERY ITSELF OCCUPIES 38,000 SQUARE METERS OF THAT AREA. REPSA'S PRODUCTION FOR 1976 IS ESTIMATED AT 300,000,000 MILLIONS OF LITERS. REPSA HAS BEEN AND IS CURRENTLY ENGAGED IN OIL EXPLORATION IN THE CHACO, OR WESTERN REGION OF PARAGUAY. THIS COR-UNCLASSIFIED

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PORATION HAS RECENTLY REQUESTED AUTHORIZATION FROM THE PARAGUAYAN GOVERNMENT TO INVEST \$10 MILLION IN NEW PORT FACILITIES AT ZARATE, ARGENTINA, TO FACILITATE TRANSHIPMENT OPERATIONS TO PARAGUAY, A PROJECT WHICH HAS BEEN IN PLANNING STATE SINCE 1972. REPSA IS CURRENTLY NEGOTIATING WITH THE GOVERNMENT OF PARAGUAY TO REORGANIZE THE COMPANY INTO A JOINT OPERATION COMPOSED OF THE GOVERNMENT OF PARAGUAY (60 PERCENT) AND BOC-BOLIVIAN OIL

S.A. DOMICILED IN MONTVIDEO URUGUAY (40 PERCENT). THE LATTER
COMPANY WAS GRANTED THE RFINERY CONCESSION IN 1963AND
IN TURN CONCEDED OPERATION OF THE REFINERY TO REPSA. THE
COMPANY'S BUSINESS AND CREDIT RECORDS ARE GOOD AND IT
MAY BE CONSIDERED A SUITABLE TRADE CONTACT FOR U.S.
SUPPLIERS.
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